

The background of the advertisement is a high-quality photograph of Earth from space. The planet's curvature is visible on the right side, showing the blue atmosphere and the dark, textured surface of the land. A bright sun is positioned just behind the horizon line, creating a dramatic lens flare effect with multiple rays of light extending across the dark blue space. The overall mood is one of global reach and high-level perspective.

Executive MBA



IT ALL STARTS HERE

BERLIN | LONDON | MADRID | PARIS | TURIN | WARSAW



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ESCP Quick Facts

The World's

1st

Business School
(est. 1819)

Multi- accredited:

AACSB, EQUIS, EFMD MBA, EFMD
EMBA, 5 European Higher Ed
Standards

A comprehensive

portfolio

of 46 programmes: Bachelor, MiM,
27 Specialised Masters, MBA, 2 PhDs,
12 Executive Masters, EMBA, Global
EPHD, as well as a custom and open
programme offer

8,000+

students in degree
programmes representing

122

different nationalities

6

ESCP urban campuses
in Berlin, London, Madrid,
Paris, Turin, and Warsaw

170

research-active professors
representing over
33 nationalities across our
campuses

Over

140

academic alliances
in Europe and the world
in 47 countries

5,000

high-level participants
in customised trainings
and executive education

68,000+

active alumni in
over 150 countries
in the world



6 Urban Campuses

BERLIN

The Berlin campus is situated in the Western part of the city centre, near the Charlottenburg Palace and its splendid gardens. Berlin is a fast-growing city characterised by a rich multifaceted economic structure and culture.

LONDON

Located in West Hampstead in North-West London, this campus offers students state-of-the-art facilities in a traditional Victorian building.

MADRID

The Madrid Campus is located in the exclusive neighborhood of Puerta de Hierro, 10 minutes away from the city centre. Madrid is one of the most visited cities in Europe, with an exceptional lifestyle, an incredible gastronomy and thousands of places to visit. Most importantly, Madrid is one of the leading business and innovation hubs in Europe.

PARIS

République & Montparnasse

The Paris sites are conveniently located in the centre of the city. They enjoy easy access to all of the capital's major business districts.

TURIN

The Turin campus is located in a beautiful building with modern facilities. Turin is one of the main business centres of the Italian economy and home to many architectural masterpieces.

WARSAW

Our campus is based at Kozminski University, located in Warsaw's northeast district of Praga Północ. It is one of the city's most historic neighbourhoods.

ESCP Rankings & Accreditations

Worldwide Financial Times

#2

Master in Finance

#7

Master in Management

#7

Executive MBA

#1

Career Progression
Executive MBA

#8

European
Business Schools

ESCP benefits from the best international accreditations.
Our European campuses enjoy national recognition.



5 European Higher
Ed accreditations

ESCP It all starts here

In a world shaped by the economy, reorienting how this world evolves has become a duty of the sphere of business.

It's by giving meaning to business that we will be able to nurture society in a positive and sustainable way.

As a business school training leaders and entrepreneurs for more than 200 years, our role is central in teaching how to better anticipate change and make decisions.

Because, in life as in business, everything starts with choices.

It is by making such choices that ESCP Business School upholds its values, its unique management style, and its unique point of view on the world.

The era of responsible, augmented and collaborative leadership has arrived: a leadership aware of global issues, sustained by our values rooted in European humanism, our unrivalled worldwide diversity and multiculturalism.

Joining the international ESCP community is beyond embracing academic excellence; it is about learning how to make enlightened choices to be ready to meet the great challenges of our times with optimism.

Yes, with optimism because, like ESCP's founding fathers in 1819, we believe in progress.

We constantly explore new knowledge territories from sciences to humanities, allowing our graduates to reach a new level of insight and to engage with intelligence and responsibility.

For a successful career with a positive footprint, choose ESCP Business School.

It all starts here.



Prof. Francesco Venuti
Academic Dean
of the Executive
MBA & GMP
programmes



Ines Khedhir
Director of
the Executive
MBA & GMP
programmes

The Executive MBA at ESCP Business School is a truly transformational programme. Participants are immersed in an extremely enriching learning environment, with professors and industry experts from each of our campuses, and a wide range of classmates pushing each other to develop their collaborative skills in multicultural teams, acquiring both emotional and cultural intelligence throughout the journey. Mutual respect and a sense of inclusion is a hallmark of our class spirit. More than ever, our duty is to help participants become responsible leaders who will do business smartly; who will take the right decisions, respecting the environment and natural resources, treating their employees fairly and ethically, thus ensuring the sustainability of their enterprise.



Prof. Frank Bournois
Executive President &
Dean of ESCP



Prof. Simon Mercado
Executive Vice President for
Business & External Relations



A Diverse International Faculty

The ESCP Faculty endeavours to inspire students and help them take their first step towards an ambitious and exciting international career in today's diverse, multicultural business world.



Prof. René Mauer
BERLIN CAMPUS

Prof. René Mauer's area of expertise is entrepreneurial decision-making in new venture and corporate contexts. He has worked on projects with both SMEs and larger companies, such as BASF, BMW, Deutsche Post DHL and P&G. He co-owns a family business, co-founded a technology start-up, and was involved in a variety of other venture projects. He holds the Chair for Entrepreneurship and Innovation at ESCP Business School, and leads several programmes dealing with entrepreneurial leadership.



Prof. Marie Taillard
LONDON CAMPUS

Prof. Marie Taillard has a broad focus on creative approaches to marketing, particularly in relation to digitalisation. She is interested in how technology has transformed relationships between stakeholders in organisations, in particular the contribution to creating value with brands. She has worked for many brands, including American Express, Accor Hotels, L'Oréal and Lego, to analyse value creation in their interactions with customers. She is expanding her research as the Director of the Creativity Marketing Centre at the London Campus of ESCP Business School.



Prof. José Ramón Cobo
MADRID CAMPUS

Prof. José Ramón Cobo has worked as a project manager consultant, participating in major international R&D projects. He has implemented management solutions in Europe, Latin America and Asia, and his research focuses on a broad range of issues, including processes optimisation, organisational design of complex projects, entrepreneurship of industrial projects, and development of management skills in cross-cultural contexts. He is the lead researcher of a Fundamental Research Plan related to the management of international projects working in virtual environments.

Prof. Frédéric Fréry
PARIS CAMPUS

Prof. Frédéric Fréry's research focuses on strategy, organisation, and management of innovation. He has been a Visiting Professor at the University of Texas at Austin and Stanford University. He is the author of several books, case studies and articles, including "Competing With Ordinary Resources", published in the MIT Sloan Management Review; and is a regular contributor to Xerfi Canal videos on economy, strategy and management.



Prof. Alessandro Lanteri
TURIN CAMPUS

Prof. Alessandro Lanteri is Professor of Strategy and Innovation. An expert educator, he helps students and executives understand emerging technologies like AI and blockchain, and seize the opportunities of the Fourth Industrial Revolution. Alessandro works with multinationals, governments, international organisations, startups and family businesses across five continents. His research has been published by top international publishers, including Harvard Business Review and MIT Technology Review, LSE Business Review, World Economic Forum Agenda and Forbes. His latest book "CLEVER. The Six Strategic Drivers for the Fourth Industrial Revolution" became a no.1 Amazon bestseller in Italy and UK. His next book, "Innovating with Impact" will be published in 2022 by The Economist.



ERIM

ESCP Research Institute of Management is a state-recognised research laboratory that allows ESCP not only to deliver a Doctorate degree independently but also to apply for national research funding such as the ANR funding. ERIM also plays an important role in promoting research activities of ESCP Business School.

Research Centres & Institutes

BIG DATA RESEARCH CENTRE

CERALE

Centre for European / Latin American Research

CERS

Centre for Research in Sociology

CIM

Excellence Centre for Intercultural Management

CMC

Creativity Marketing Centre

ECDC

European Center for Digital Competitiveness

EMC

Energy Management Centre

HappyMgt

Happiness & Management Research Centre

HMI

Health Management Innovation Research Centre

IREFIM

Institute of Real Estate Finance and Management

SustBusy

Business & Society - Towards a Sustainable World

TIB

Teams in International Business

TMI

Talent Management Institute

Labex RéFi

Laboratory of Excellence for Financial Regulation

Chairs & Professorships

⊗ Circular Economy & Sustainable Business Models

Deloitte.

⊗ Creativity Marketing **L'ORÉAL**

⊗ Factory for the Future **Fondation D'ENTREPRISE**
SAFRAN **MICHELIN**
L'HOMME EN MOUVEMENT

⊗ Fashion and Technology **LECTRA**

⊗ Future of Retail in Society 4.0
E.Leclerc **BearingPoint.**

⊗ Industrial Relations and Firms' Competitiveness

AIRBUS **GROUPE RENAULT**
sodexo **SOLVAY**

⊗ Intercultural Management
GROUPE RENAULT

⊗ International Corporate Governance
KPMG

⊗ Internet of Things
Schneider Electric **SOCIETE GENERALE Banque & Assurances** **Valeo**

⊗ Jean-Baptiste Say Institute
RCi **BANK AND SERVICES** **EY**

⊗ New Generation Management
KPMG

⊗ Real Estate **BNP PARIBAS REAL ESTATE**

⊗ Reinventing Work
BiWAK! **BNP PARIBAS**



Choose to Invest in your Future

Your experiences, challenges, and successes are what made you the leader you are today. To get to the next level of your career, you need a programme that understands your aspirations and can help you reach your full potential. The Executive MBA at ESCP Business School will drive forward your path to success, and here's how:

An agile learning eco-system that fits your work-life balance and your aspirations

Faced with an ever-changing global landscape, you need a programme that adapts to life's unexpected shifts. With our Executive MBA you are free to choose your campus and format (in-class, online or hybrid) for each core course.

Worldwide flexibility

Designed to adapt to your unique career trajectory, ours is the only Executive MBA that allows you to personalise your curriculum on such a granular level, be it in length, location, format, or content.

Responsible leadership

We recognise that business is a part of society and ensuring a sustainable future requires sustainable business practices. Preparing our participants to become responsible leaders is central to our mission. Our mission is business for profit, with an ethical approach.

Vast and International Network

Throughout the programme, you will meet and work closely with diverse participants worldwide and broaden your global view. As an Executive MBA alumnus, you will join a network of over 68,000 peers.



EXECUTIVE MBA

What makes
our programme unique



The Executive MBA at a Glance


18 to 34
Months (part-time)


2
Intakes
(September and January)


6
International
campuses


9
Core courses


50+
Electives


5
International seminars


1
International
Consulting Project


110
Participants on
average


Learning:
In-Class, Online or
Hybrid

Key Benefits of the Programme

Our Executive MBA will allow you to impact and transform your personal and professional life. The mutual benefits that come from this experience will prepare you and, by extension, your organisation to take on unexpected challenges with confidence and empathy.

FOR YOU

Accelerate your career

Our EMBA is officially recognised by the Financial Times as being the number one programme worldwide for career progression. Choosing our programme means an upward shift that can transform your career trajectory with an average 78% salary increase (2020 Financial Times ranking).

Customise your EMBA to reach your goals

Tailor your EMBA to fit your ambition. Beyond the foundations of the programme, you can choose your intake, the duration of your programme, your campus, and your electives.

Level up your skills

The courses you take, along with the relationships you develop throughout the programme, will allow you to build upon your expertise and upgrade your transferable skills, both hard and soft.

Expand your global perspective and international network

Our programme attracts highly ambitious managers from around the world and from a large variety of sectors. As part of this international programme, you will learn from each other's experiences, and, together, expand your horizons.

Become an international and innovative leader

Thanks to our courses that focus on the most innovative business practices, you will hone your strategic thinking on a global level to allow you to find sustainable solutions to complex problems.

FOR YOUR ORGANISATION

Capitalise on cutting-edge expertise

As an organisation, when your executives attend our programme, you benefit from ESCP's cutting-edge research and expertise. Our faculty are at the forefront of the latest business innovations, strategies, and managerial practices. In today's climate, having associates who help your organisation develop resilience is essential.

Create opportunities for responsible growth

The teaching methodology at ESCP's EMBA encourages participants to be creative in solving real-world challenges. The lessons learned thanks to the programme's projects, workshops and seminars will allow your organisation to drive strategic change and sustainable growth.



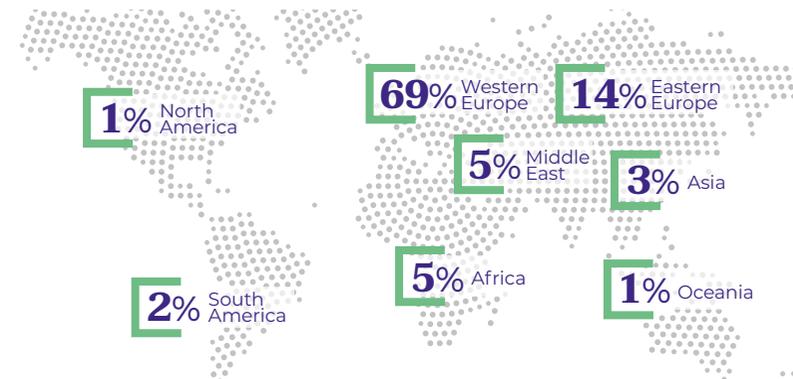


International High-calibre Peers

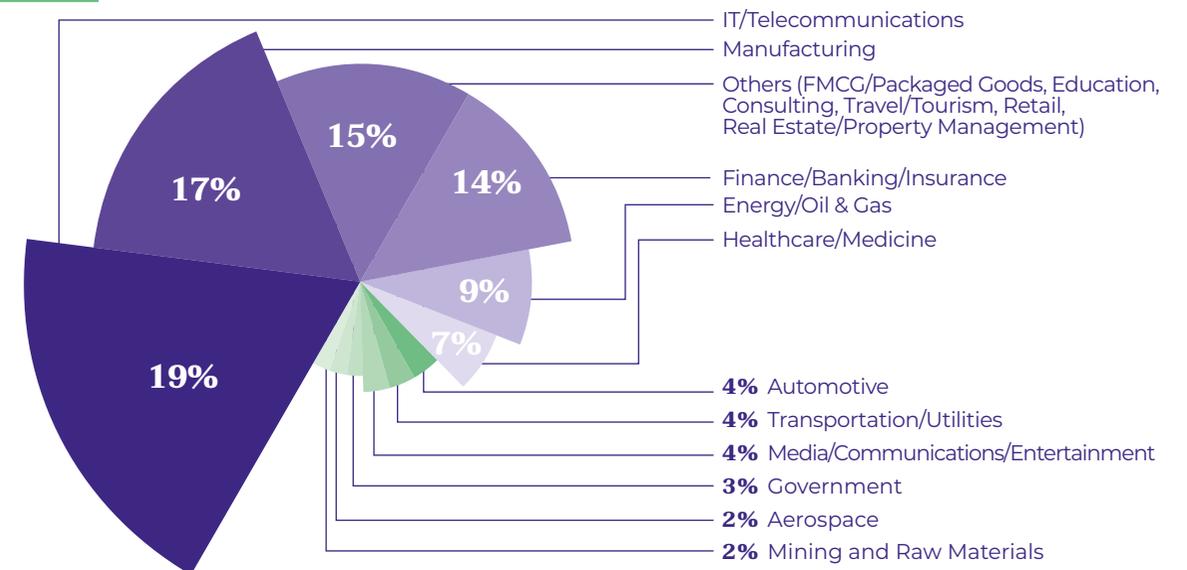
As a participant of the programme, you will share your experience with a multicultural group of professionals, both in terms of nationalities and backgrounds. This international perspective is an invaluable asset in today's global environment.

We welcome executives from around the world who are ready to share their insights with their peers and eager to learn from them, too.

Nationalities



Sectors of industry



The figures published on this page show the Class of 2021.



110

Average number of participants

35

Average number of nationalities

38

Average age

13

Average years of work experience

The Executive MBA: a Part of your Life

“Can I manage my work, my personal life and the Executive MBA?”

Many of our participants ask themselves this very question when they first consider embarking upon this transformational journey because the Executive MBA is a unique programme that requires unique levels of dedication. While it is true that this programme will draw on resources you didn't know you had, it is not a solitary journey. For over 25 years, we have helped over 5,000 women and men exceed their professional goals regardless of their situation because we believe that teamwork and support are essential to any successful project.

We have designed the part-time Executive MBA to be one of the most flexible programmes so that it adapts to your life. With two intakes, three duration options, six international campuses, in-person or hybrid core courses, an extensive portfolio of electives, you can be sure to curate the programme that fits your demanding schedule and your learning passions. Part of being a responsible leader is knowing that you are part of a group, a society and a world larger than yourself. Choose to positively impact your life and the lives of those around you. It starts with the Executive MBA.



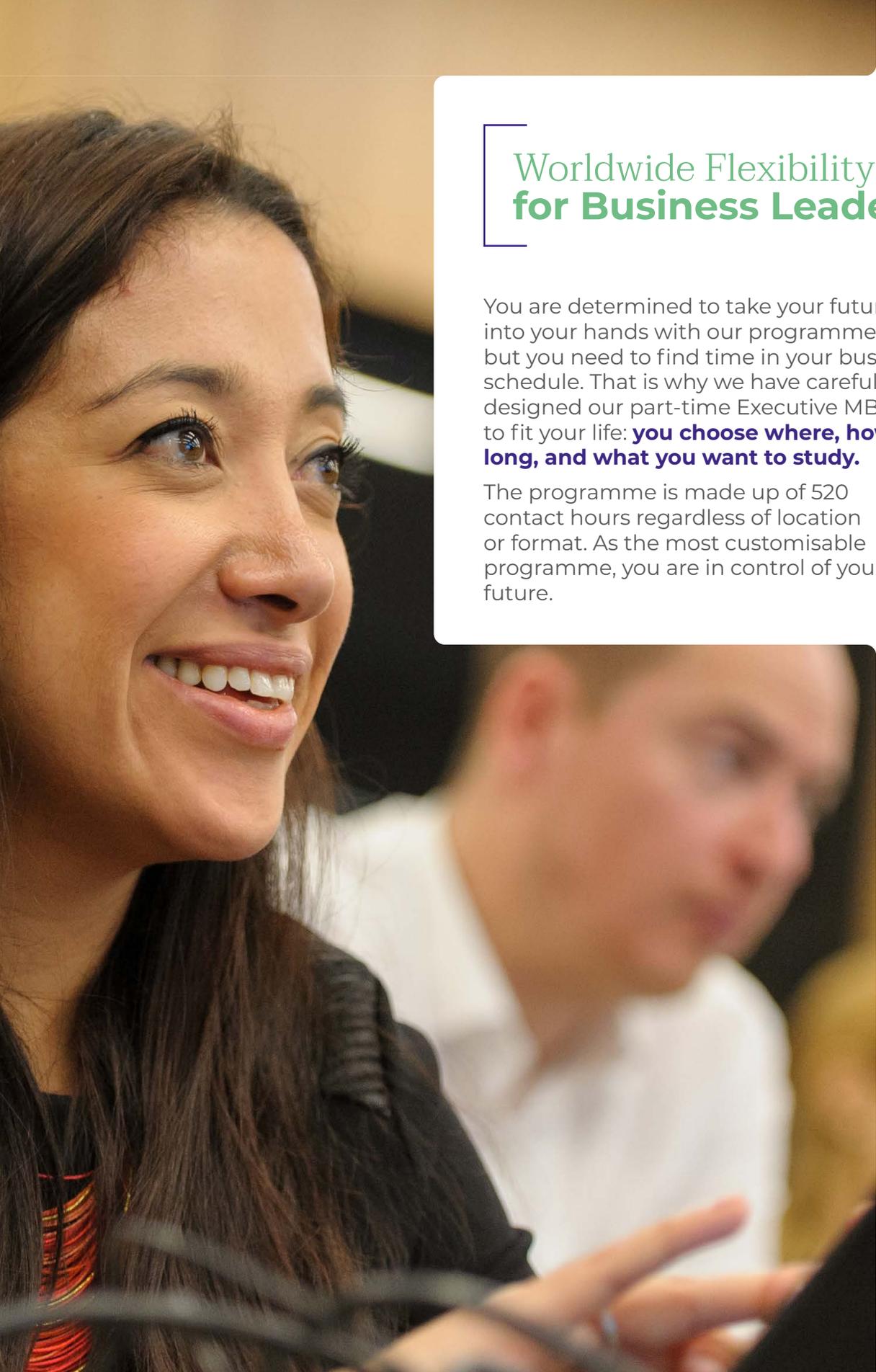
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“Before you join the Executive MBA, you need to make sure that this is a project you prepare with your family, that they support you on this journey. My kids knew that when they were looking for me they could find me at my desk finishing an assignment or on a call with my classmates. You will need to make sacrifices, but its manageable if you establish some boundaries. Remember, it's all part of the learning experience. That being said, the flexibility and quality of the online course options were really great and made it easier to juggle work, life and the EMBA.”

Marjorie Zablith
EMBA Class of 2021,
EMEA Marketing Director at Leica Biosystems

”





Worldwide Flexibility for Business Leaders

You are determined to take your future into your hands with our programme, but you need to find time in your busy schedule. That is why we have carefully designed our part-time Executive MBA to fit your life: **you choose where, how long, and what you want to study.**

The programme is made up of 520 contact hours regardless of location or format. As the most customisable programme, you are in control of your future.

Customise your Programme

The foundations of the Executive MBA

Regardless of how you choose to customise your programme, every Executive MBA participant will have the same high quality business education thanks to the programme foundations.

9 Core Courses | **10** Electives | **5** International Seminars | **1** International Consultancy Project

Choose your intake and programme duration

18 months → January intake | **22 months** → September intake | **30 months** → January intake | **34 months** → September intake

Choose among 6 international campuses or online

Each core course is offered at three of six international campuses. Because life can be unpredictable, you also have the option of taking the course online. You are free to select multiple campuses and formats.

Berlin | **London** | **Madrid** | **Paris** | **Turin** | **Beirut** | **Online**

Choose your electives

The world is constantly changing, and to stay ahead of the curve, we update our portfolio of electives regularly. You can choose 10 to 12 courses from an offer of over 50. You can also take a select number of electives online. Please see page 21 for more information.

Core Courses: a Curriculum Built for Executives

The Executive MBA Core Curriculum empowers you with the cross-functional knowledge and managerial skills that international business leaders need.

Corporate Strategy (24 hours)

Analysing the environment & the firm, formulating & implementing strategy.

Marketing (24 hours)

Analysing buying behaviour, identifying market segments, & optimal product, place, price & distribution policies.

Corporate Finance (24 hours)

Taking finance & investment decisions by using appropriate methods & tools.

Managerial Economics (24 hours)

Understanding the macro-economic & micro-economic environment in which companies operate.

Managing People & Organisations (24 hours)

Analysing individuals' behaviour within the workplace (teams, units and organisations) to achieve managerial success.

Supply Chain Management (12 hours)

Optimising all company operations, including inbound & outbound logistics.

Entrepreneurship & Intrapreneurship (12 hours)

Establishing an entrepreneurial mindset in new ventures or within established companies.

Financial & Managerial Accounting (24 hours)

Collecting, processing, disclosing, & interpreting information for decision-makers, either for external users (financial accounting) or for internal ones (managerial accounting).

Responsible Leadership & Sustainability (12 hours)

Exploring transversal issues connecting sustainability grand challenges & specific business activities, industries & innovations. Learning to articulate the complementary levers to foster sustainability at the institutional, organizational & individual levels.

The 9 core courses of the Executive MBA can be attended as a stand-alone programme: the General Management Programme (GMP). It is offered in-person and online. After completing your GMP you may choose to seamlessly transition to the ESCP Executive MBA.

Core Courses: a Personalised Path

	BERLIN	LONDON	MADRID	PARIS	TURIN	ON LINE
Corporate Strategy	✓	✓		✓		✓
Corporate Finance	✓			✓	✓	✓
Marketing	✓			✓	✓	✓
Managing People and Organisations	✓			✓	✓	✓
Financial and Managerial Accounting	✓			✓	✓	✓
Supply Chain Management	✓		✓	✓		✓
Entrepreneurship & Intrapreneurship	✓	✓			✓	✓
Responsible Leadership & Sustainability	✓		✓	✓		✓
Managerial Economics		✓		✓	✓	✓

 Each course is offered in 3 different campuses and online

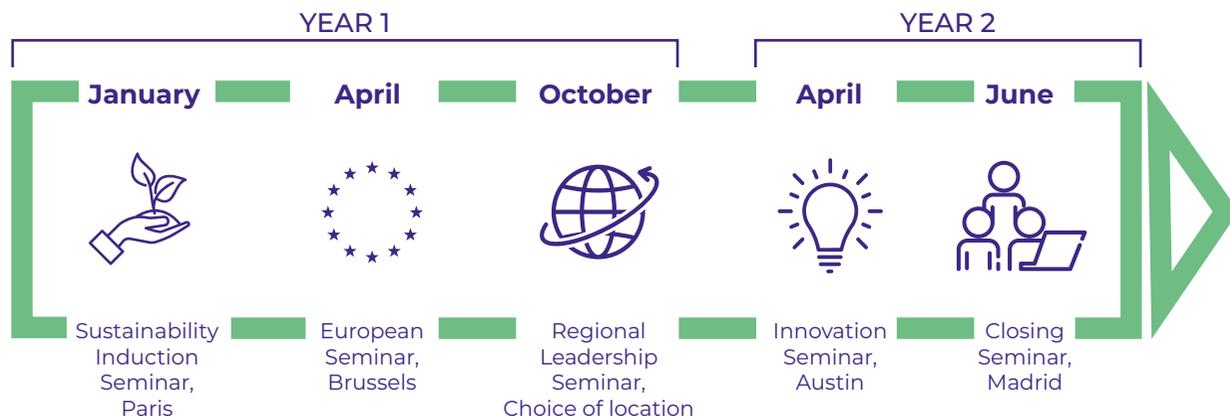


Cutting-edge Electives

With over 50 electives to choose from across five campuses, you are able to deepen your expertise on the topics that matter to you. To graduate, you must complete a minimum of 10 electives, but you can take up to 12 courses. Each elective is equivalent to 12 contact hours.

An added bonus to our electives structure is the chance to meet participants from other tracks and cohorts, thus multiplying your potential network.

	BERLIN	LONDON	MADRID	PARIS	TURIN	BEIRUT	ONLINE
Business and Data							
Big Data & Artificial Intelligence for Business			⊗				
Blockchain applications for business					⊗		
Building Corporate Reputation in the Digital Era						⊗	
Creating Value out of Digital Information: Big Data and Data sciences				⊗			
Digital Transformation of the Company							⊗
Emerging Business Models for the Digital Age		⊗					
Fintech: Where technologies meet business		⊗					
Protecting the Value of Digital Information							⊗
The Business of Artificial Intelligence		⊗					
The Robot and AI Wave: Business Implications			⊗				
The Six Strategic Drivers for Industry 4.0					⊗		
Business and Society							
Behind the CSR Curtain From Philanthropy to Strategic and Operational Integration				⊗			
Circular Economy: Sustainable Innovation Opportunities for Established Firms, Start-Ups and Platforms				⊗			
Corporate Compliance and Crisis Management	⊗						
Corporate finance, Accounting and Managerial Economics							
Analysis and Management of Accounting KPIs				⊗			
Behavioral and experimental economics for business and managers					⊗		
Behavioral corporate finance and investors psychology					⊗		
Financial Analysis: How Can You Translate your Performance into Numbers?				⊗			
Financial Instruments and Markets						⊗	
Financial Planning: How Can You Transform Your Strategy into Numbers?				⊗			
Financial Risks in International Operations: Hedging with Futures and Options			⊗				
Firm Evaluation					⊗		
International Finance	⊗						
Mergers and Acquisitions					⊗		
Private Equity and Venture Capital							⊗
Corporate Strategy							
International Strategy and Structure	⊗						
Problem Solving and Decision Making		⊗					⊗
Scenario-Based Strategic Planning	⊗						
Strategic Project Management							⊗
Entrepreneurship and Intrapreneurship							
Business Scale-Up		⊗					
Design Thinking	⊗		⊗				
Family Business			⊗				
Investment and Funding Strategies for Start-ups	⊗						
The Role of Entrepreneurial Eco-Systems				⊗			
Managing People and Organisations							
Creating Global Teams			⊗				⊗
How to successfully manage corporate communication and public relations					⊗		
Human Resources Management for Executives	⊗						
Intercultural Leadership	⊗						
Intercultural Management in Team and Leadership Settings	⊗						
Managing Self for Sustainable Success				⊗			
Negotiation Dynamics				⊗			
Personal Leadership Skills					⊗		
Total Leadership			⊗				
Unleashing Professional and Personal Talent with MBTI				⊗	⊗		
Marketing and Sales							
Branding and Brand Management					⊗		
Customer Experience			⊗				
Customer Value Management				⊗			
Digital Marketing and Community Management							⊗
Digital Marketing and Social Media		⊗					
Luxury Brand Management					⊗		
Services Management							⊗



Global Perspective Through International Seminars

Our five international seminars give you the opportunity to open your horizons and prepare for future challenges in a globalised world.



Sustainability Induction Seminar

5 days

Paris (France)

"Leadership for a Sustainable World: Transforming business and people"
Through the Induction Seminar you will gain a deeper understanding of company structures and processes, and develop skills in order to examine patterns of organisational change and consequences for leadership.



Regional Leadership Seminar

5 days

Choose from: São Paulo & Rio de Janeiro (Brazil), Ahmedabad & Mumbai (India), Shanghai (China), or Singapore

In the context of globalisation, the ability to lead projects in foreign countries is highly valued by companies. The focus of this seminar is on exploring the major issues firms have to deal with when developing projects in specific regions of the world.



European Business Environment Seminar

4 days

Brussels (Belgium)

This seminar highlights the European institutional structure, functioning and influence on the business environment, and EU relations with other regional markets as well as macroeconomic challenges, competition regulations, lobbying techniques and practices.



Innovation Seminar

5 days

Austin, TX (USA)

The flexibility of the North American business culture, which fosters innovation, is highlighted in this seminar, enabling our participants to understand the shift towards a knowledge-based economy and the resulting role of innovation.

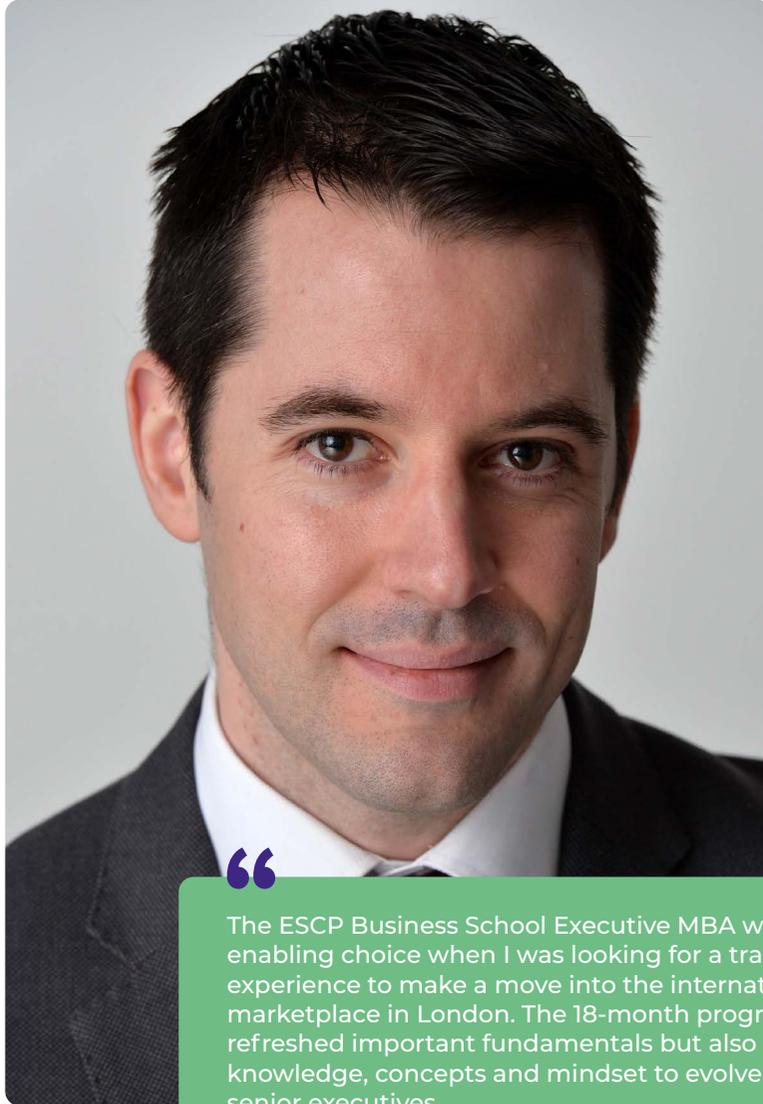


Closing Seminar

5 days

Madrid (Spain)

This synopsis seminar, «What's next: People, Profit, Planet», is devoted to integrating the knowledge and skills acquired during the programme through case studies and testimonials focused on strategy implementation and leadership styles.



“

The ESCP Business School Executive MBA was the best career-enabling choice when I was looking for a transformative experience to make a move into the international financial services marketplace in London. The 18-month programme not only refreshed important fundamentals but also provided the necessary knowledge, concepts and mindset to evolve successfully around senior executives.

The programme also brought about a wealth of connections and opportunities pursued thereafter by way of using the School's extensive network and reputation.

The EMBA, developing both personal and professional aspects, will make you a well-rounded leader, prepping you to work with diverse, international and culturally different people to acquire or embody what I consider one of the most important things in the current business climate: adaptability.

Sebastien Delaval

EMBA, Class of 2014
Head of Sales, UK at Akiem Group

”

Focus on the International Consultancy Project

Designed to provide participants with a collaborative, multidisciplinary and intercultural work experience on a real-life strategic challenge. The 12-month International Consultancy Project (ICP) puts into practice the concepts and theories acquired during the EMBA.

Within a group, you will perform an in-depth analysis of a challenge faced by a company and make recommendations for actions that can be realistically implemented by the client firm.

The outcome of the ICP is a series of recommendations that the company can implement in order to meet the strategic challenge at hand. Examples of International Consulting Projects:

- Creation of a business plan for a new activity
- Reorganisation of a distribution network
- Market or product diversification



Example of ICP: Assessing sustainable cooking as a business opportunity for ENGIE

Objective

While 1.3 billion people lack access to electricity worldwide, twice as many lack access to clean cooking facilities (most rely on gathering wood and charcoal), which causes massive health and sustainability issues. The vast majority of them are part of the “Bottom-of-the-Pyramid” (BoP) segment. Since 2016, ENGIE had been actively scaling-up its access to clean energy services with solar home systems, mini-grids and biogas in Africa, Asia and South America.

By tackling the issue of clean cooking for consumers, ENGIE wanted to evaluate the potential business opportunity in the diversification of its offerings, increasing the volume of activity, and reaching a sustainable profitability level.

That is why, to help the Group in its investigation, the ESCP EMBA team was mandated to assess the clean cooking market, follow-up two pilot projects – lease-to-own biogas in India and smart Liquefied Petroleum Gas (“LPG”) in Uganda – and finally provide recommendations to further develop the strategy and structure for this business.

Main challenge

ENGIE has been facing a major challenge in adopting a different approach to developing offers for the BoP market compared to its traditional new-business-development methods.

As a result, it was important for the ESCP EMBA team to define clear objectives, expected deliverables, and map the relevant stakeholders of the project to ensure successful execution in a complex multinational global enterprise.



“This collaboration with the ESCP EMBA team was an inspiring journey from ENGIE’s point of view. Each member of the team demonstrated dedication to work on a meaningful subject, to share knowledge and experience. This collective intelligence, leveraging on both internal and external views, helped ENGIE to go deeper and faster on the different aspects of the project. The objectives of the mission were fulfilled and I saw the team growing professionally, while progressively mastering the topic, as well as personally.”

Arnout Dijkhuizen,
Investment Director and Head of the
Clean Cooking Business at ENGIE

Results

The ESCP EMBA team started by performing a worldwide macro screening approach to identify the countries with the best clean cooking markets. This analysis confirmed the interest in running proposed pilot projects in Uganda and India.

Then, thanks to the return on experience from the two pilot projects, the team developed a roadmap for these projects and a replicable methodology to further assess the potential to expand in new markets.

Finally, high level recommendations on how ENGIE and a multinational enterprise in general should manage Innovation and BoP businesses were also delivered.

For instance, it was recommended to manage future BoP initiatives by developing a customer-centric approach, defining and following adequate KPIs which include social and environmental as well as financial impact; building a more inclusive governance network (NGOs, governments, local companies) compared to traditional businesses; and factoring in not being profitable in the short-term as probable.



Beyond the Classroom

In addition to the curriculum, the Executive MBA offers services designed to broaden your range of skills and empower your leadership impact.

Personal Executive Coach

The Executive MBA is a holistic programme that drives positive change in your life that extends beyond the professional. As part of the programme, you have the opportunity to receive four hours of confidential, one-to-one coaching sessions. You can explore themes that are relevant to your career development, or choose to focus on personal decision-making and identify the actions that will help you reach your goals.

Hybrid Learning

ESCP provides an e-learning portal for you as soon as you are admitted and you have confirmed your enrolment. Created with the support of CrossKnowledge, this tool gives you access to a number of online self-training modules in several fields of management. Use it to prepare for the programme and as a support tool throughout your studies.

Competency Development Workshops

Throughout the programme, and in addition to the course requirements to graduate, you can choose to follow theme-specific workshops, each of eight hours, to either refresh or strengthen your skills according to your needs.

- Fundamentals of Mathematics
- Excel Training for Managers
- Presentation Skills and Tools
- Online Collaboration Tools
- Public Speaking for Executives
- Self-Branding
- Time and Stress Management



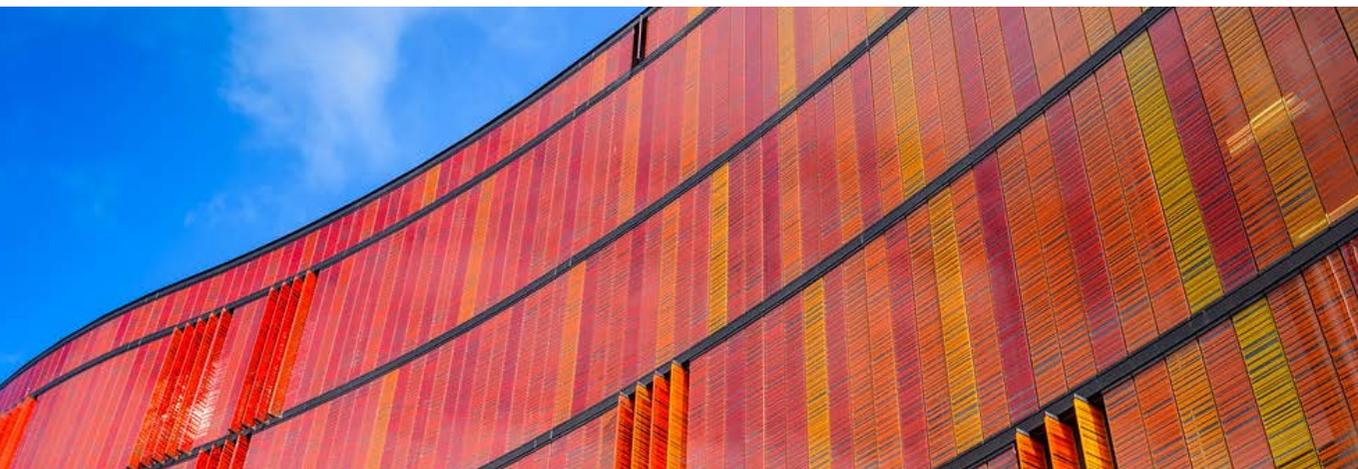
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The 22-month EMBA journey has been a truly rewarding experience built at three levels: personal, intellectual and networking. At the personal level, you learn to manage your time as never before, since you still have to manage your life, family (I have three little kids!) and job while being fully immersed in the programme. You find internal resources you didn't know you had while studying late at night after a busy day at work, and most of your weekends and holidays. At the intellectual level, the bar is set very high, and you must stretch yourself with every neuron. You have to learn new and challenging concepts and keep up with the fast pace of lectures, seminars, assignments and consultancy projects.

Finally, the quality and diversity of the participants make it an immensely valuable networking experience. Travelling together for the overseas modules and the electives at the five different campuses around Europe makes the overall ESCP experience unique and the bonds even more meaningful.

Beatrice Borgia, PhD
EMBA, Class of 2020
Chief Corporate Development Officer at Teoresi Group

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Join a Transformational Network of Leaders from the EMBA

At its heart, the EMBA at ESCP is a transformative human experience thanks to its participants and their shared passion for life-long learning. Becoming an alumnus is only the beginning of your journey.

When you join the EMBA community, you become a part of an influential network of over 5,000 executives from the past 25 years of the programme. In addition to hundreds of events held around the world and organised by ESCP's school-wide alumni association, you will have exclusive access to events, seminars and courses open only to EMBA graduates. Events include:

Executive Community Reunion (Turin)

More than a simple reunion, the Executive Community Reunion brings together EMBA alumni from different years for a multi-day workshop and social events. The goal of this reunion is to work closely with the top management of a company on a current problem. Past participating companies include Costa Crociere, Abarth, and Bosch.

European Summer Night (Berlin)

Held in the garden of our historic Berlin campus, this annual event brings together alumni from across ESCP, corporate contacts, current participants, and other partners of the School.

Annual Reunion (Madrid)

Each closing ceremony presents the unique opportunity to bring together newly-minted alumni and previous cohorts to celebrate yet another graduating class. As alumni, you have the chance to attend a newly-offered course at a special rate.

Exclusive Online Events

Regardless of what is happening in the world, staying in touch with the EMBA alumni network is possible thanks to exclusive online events. Here is a non-exhaustive list of online events:

- Friendly chat with the CEO of Tesla Italy for alumni and participants
- E-commerce workshop with five CEOs from five different regions
- Small thematic social events to favour interaction amongst alumni (examples include automotive sector and renewable energy).



ESCP Alumni

ESCP Alumni is an international and rich network of 68,000 members worldwide. ESCP Alumni supports its members by boosting their career, developing their network and promoting the ESCP brand. We offer you professional services in several languages, as well as physical and digital links to stay connected and share your experience and expertise. ESCP Alumni have access to 50,000 job opportunities per year.

Each month we host a variety of networking and career events all around the world, aimed at bringing together our community.

✉ **For further information:**
info@escpalumni.org
+33 (0)1 43 57 24 03
escpalumni.org



ESCP Foundation

Launched by the alumni in 2005, the ESCP Foundation became a public utility foundation by a decree.

The Foundation's aim is to support the ambitions and the academic excellence of ESCP through four initiatives:

- Diversity and international appeal
- High-level research
- Teaching innovation
- Influence of ESCP worldwide

✉ **For further information:**
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What I took away from my journey during the EMBA at ESCP is that not only did I learn main topics like marketing or finance, but also I also personally grew thanks to the programme's international exposure, diversity and team-oriented curriculum. I chose courses from a broad range in five different countries and I worked with more than 15 different teams from diverse backgrounds.

Inés Andrés

Class of 2017
Business Unit Manager New Technologies at Air Liquide Maritime Energy

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Admission Process How to apply?

Admission Requirements

- A university degree: Bachelor, Master or equivalent in any discipline
- A minimum of five years' managerial experience, based on demonstration of managerial skills and potential for success within your company (letters of recommendation required)
- Fluency in English (all courses and submitted coursework are only in English)
- For non-native English speakers, we may require the following minimum scores on the tests (TOEFL 100/IELTS Band 7/In-house English Test (free) provided by British Council: CEFR c1*). If you have worked or studied in English for at least 2 years, you will not be required to submit test scores related to English fluency.

Admissions Process

→ Step 1 Online Application Form

Online application at escp.eu/emba to any ESCP campus

You will need to provide:

- Completed online application form
- Degree certificates or grade transcripts covering all years of university study
- Updated CV
- Two reference letters
- English language certificate
- Copy of passport or ID
- Application fee of €300

→ Step 2 Admission Interview

Admission interview by programme directors, faculty and alumni

→ Step 3 Enrolment

Confirmation of enrolment and payment of deposit one month following acceptance.

For applicants residing in France, the programme is eligible for the VAE (Validation des Acquis de l'Expérience).



Fees and Financing

Tuition fees include 520 teaching hours, course materials, online resources and off-campus accommodation expenses. Travel and living costs are not included. Please visit our website for our current tuition fees: escp.eu/emba

Financing and Funding Support

We know that our EMBA programme is a life-changing decision and an important investment for candidates. At ESCP, your programme advisor can help you explore the best options available in your country to finance your EMBA.

Corporate Support

As part of your company HR policy, your management team may want you to be trained in order to develop your expertise as well as your leadership. Therefore, they may implement a career plan and may provide you with financial support or company sponsorship (all or part of tuition costs).

Scholarships

ESCP offers merit-based scholarships covering 5% to 20% of the fees as an incentive for candidate initiatives. Participants applying for a scholarship must demonstrate their abilities to a jury to be eligible in one of our categories that are aligned with ESCP's values:

- **Entrepreneurs:** individuals who have successfully launched a new business
- **Women Leaders:** women who demonstrate excellence in leadership and support the success of their female peers
- **NGOs, Non-Profit & Public Sector:** employees who are dedicated to the ongoing development of these sectors
- **Developing Countries:** all nationals of an emerging market country who are employed by a company whose headquarters are also in an emerging market
- **Small and Medium-Sized Enterprises (SME):** companies with up to 250 employees worldwide
- **Sustainability:** applicants who have demonstrated their willingness and capabilities to put sustainable projects in place

*ESCP is not subject to VAT for its training

The Executive MBA is a Master's-level higher education degree, accredited by the Ministry of Higher Education. The degree is registered with the Répertoire National des Certifications Professionnelles (RNCP) under the number RNCP 35383.



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Meet us worldwide

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ON-CAMPUS

AT FAIRS
Check our website
escp.eu/emba





Executive MBA

ESCP benefits from the best international accreditations.
Our European campuses enjoy national recognition.



**5 European Higher Ed
accreditations**

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